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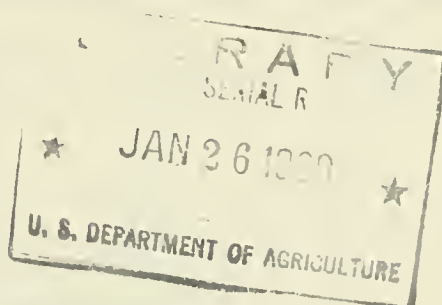
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# FOREIGN AGRICULTURE CIRCULAR

U.S. DEPARTMENT OF AGRICULTURE  
Foreign Agricultural Service Washington D.C.



FPE 1-60  
January 17, 1960

## GREECE AND HONG KONG - CONTRASTING

### MARKETS FOR U. S. POULTRY 1/

Greece and Hong Kong have become markets for U. S. poultry in recent years. There are strong contrasts between them, however. The recent introduction of U. S. frozen whole chickens into Greece has resulted in a promising limited European market. The sharp increase in Hong Kong imports of U. S. frozen poultry parts offers an outlet in a part of the world where U. S. poultry has had only limited sales. However, continued expanded sales are dependent upon live poultry supplies from Communist China.

### Greece - A New European Market

Greece has recently become an importer of frozen U. S. broilers and fryers. While it is not expected to become a major outlet for U. S. poultry, there are indications that it will expand.

Until recently, Greek poultry imports were largely coming from Europe, particularly Eastern Europe. While Poland continues as the major supplier, the U. S. share of the Greek market has been gradually increasing. During the first 7 months of 1959 the United States supplied one-third of the total Greek poultry imports (See Table I).

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1/ This Circular is based upon firsthand observations of W. L. Scholz, Foreign Agricultural Service marketing specialist in Greece and Hong Kong. It includes information derived from the U. S. agricultural attache in Athens; the U. S. agricultural officer in Hong Kong, and local trade representatives.

Table I - Poultry Meat: Greek Imports 1957, 1958 and January-July 1958 and 1959

Country of Origin	: 1957	: 1958	: January - July 1958	: 1959
	<u>1,000 pounds</u>	<u>1,000 pounds</u>	<u>1,000 pounds</u>	<u>1,000 pounds</u>
Denmark	: 36	: 26	: 22	: -
United States	: 10	: 131	: 51	: 189
Hungary	: 255	: 42	: 42	: 37
Poland	: 220	: 403	: 248	: 290
Others	: 138 <u>1/</u>	: 35 <u>2/</u>	: 29	: 52
Total	: 659	: 637	: 392	: 568

1/ Includes Rumania 61,000 pounds and Yugoslavia 52,000 pounds

2/ Includes Yugoslavia 19,000 pounds

The imports of Polish poultry are based on:

1. A bilateral trade agreement resulting in a familiarity with the Polish product.

2. An advertising campaign based on a quality identification seal affixed to each bird.

3. A standard 20 kilogram wooden box with birds cellophane wrapped and of uniform weight in each box.

In spite of these selling points, a market for U. S. poultry has been established. Some importers feel that the U. S. product is of higher quality and better processed. U. S. prices were competitive in late 1958 and in 1959. Many Greek importers would rather deal with the United States, where they have a choice of exporters, rather than with Eastern European government-controlled export associations. Coupled with this is the business integrity established by those U. S. exporters currently shipping poultry to Greece.



Freight rates charged have hindered U. S. poultry trade with Greece in the past. The current shipping charge for U. S. poultry is \$100 per metric ton (4.5 cents per pound) on U. S. lines. Formerly the rate was \$126 a ton.

The weighted c.i.f. price for U. S. frozen poultry (60 per cent Grade A, 40 per cent Grade B) was 34.5 cents per pound in August 1959. Polish poultry was reportedly offered at 32.3 cents per pound, Israeli broilers at 34.25 cents per pound, and Argentine hens at 30.9 cents per pound. All suppliers offered fully eviscerated chickens.

Retail prices at the Athens Meat Market in August were 44 drachmae per okra (51.8 cents per pound) for U. S. broilers and 42 drachmae per okra (49.5 cents per pound) for Hungarian birds. The U. S. birds were individually wrapped in parchment paper, while the Hungarian birds were individually wrapped in cellophane. Both types were fully eviscerated. Local poultry, New York dressed, retailed for the equivalent of 42.4 cents per pound.

The Greek Government does not require import licenses and there are no quantity restrictions. Importers or their agents must take a bill of lading to the Chamber of Commerce and deposit 100 per cent of its value with the Bank of Greece. The Chamber of Commerce can limit its approval to the cheapest offer in order to control the excess flow of currency from the country.

#### Hong Kong - An Expanded Market for U. S. Poultry Parts

Hong Kong's import of frozen poultry (largely chicken parts) from the United States rose sharply in 1959. This increase may be attributed to reduced supplies of live poultry from Communist China (See Table II).

Table II - Poultry: Hong Kong, Imports, 1956, 1957, 1958, and January - July 1959

Country of Origin	: 1956	: 1957	: 1958	: Jan.-July 1959
	<u>1,000 pounds</u>	<u>1,000 pounds</u>	<u>1,000 pounds</u>	<u>1,000 pounds</u>
<b>Poultry Meat</b>				
China, Mainland	: 1,725	: 2,104	: 1,732	: 951
Japan	: 6	: 9	: 2	: 16
United Kingdom	: 6	: 2	: 2	: -
U. S.	: 543	: 1,248	: 372	: 3,772
Others	: 8	: 50	: 25	: 50
<b>Total</b>	<b>: 2,288</b>	<b>: 3,413</b>	<b>: 2,133</b>	<b>: 4,789</b>
<b>Live Poultry</b>				
China, Mainland	: 19,946	: 27,055	: 37,426	: 2,094
Macao	: 527	: 391	: 148	: 38
Others	: 5	: 9	: 1	: 283
<b>Total</b>	<b>: 20,478</b>	<b>: 27,455</b>	<b>: 37,575</b>	<b>: 2,415</b>

Based on U. S. export figures, probably 10 million pounds of frozen poultry will be exported to Hong Kong in 1959, placing Hong Kong in a position of the largest importer of U. S. poultry outside of Western Europe. Chinese shipments of live poultry were gradually increasing in September, but will not reach the 1958 level.

September c.i.f. prices for U. S. poultry parts were (U. S. cents per pound): wings, 31 cents; backs and necks, 14.75 cents; feet, 10.0 - 10.25 cents; chicken (fryer) gizzards, 26 cents; turkey gizzards, 24 cents; turkey livers, 33 cents. The market for frozen whole birds is

largely limited to the foreign consumers. C.i.f. prices for whole broilers were 31 - 33 cents per pound. The Chinese consumers feel that frozen poultry does not equal the flavor of freshly killed poultry.

Wholesale prices in September were weak due to increased shipments of live poultry from China. One warehouse reported price drops of 2.5 - 5.5 cents per pound immediately after the availability of live birds. The typical Chinese chicken weighs about one catty (1-1/3 pounds) and the live bird retails for about U. S. 38.5 cents.

A local poultry meat industry is developing in the New Territories. The largest farms have about 50,000 birds. Hindrances to the expanding local industry are disease and short supply of mixed feed. Hatching eggs are purchased locally from small farms and from Mainland China. Pullorum is prevalent and a 15 percent mortality the first day after hatch is common. The ideal market weight is one catty; birds below or above this weight are discriminated against, pricewise.

Construction of a mixed feed plant is planned to supply the growing local poultry producers. Feed grains will be imported from Thailand, Australia, Malaya, and Communist China. Feed additives will be imported from the United States. Initial output is expected to be 10 tons per day and it is reported that the feed will sell for \$105 per ton compared with \$184 per ton currently charged for imported mixed feeds.

### Summary

Greece should continue to be a limited market for U. S. frozen broilers and fryers. This market may be expanded through the adoption of a standard 20 kilogram box packed with birds of uniform weight, but any resulting increase in the price to the consumer would not warrant such packaging for this price-conscious market.

The Hong Kong market for frozen poultry parts is dependent upon the volume of live poultry Communist China exports to Hong Kong. Further expansion of this market seems unlikely, since China is capable of flooding the market with live birds at a financial loss if it appears that competition is too keen. However, the increased frozen poultry parts sales may reduce Hong Kong's prejudice against frozen poultry and may result in maintaining this market and in increasing the sale of frozen whole birds.



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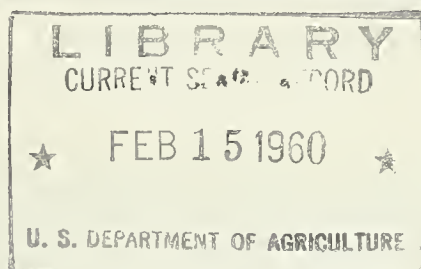


# FOREIGN AGRICULTURE CIRCULAR



U.S. DEPARTMENT OF AGRICULTURE  
Foreign Agricultural Service Washington D.C.

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FPE 2-60  
February 7, 1960

## 1958 POULTRY AND EGG TRADE SETS RECORD;

### FURTHER INCREASE INDICATED IN 1959 1/

World trade in poultry meat which made a spectacular gain, 21 percent, in 1958 over 1957, increased even more sharply in 1959, judging by preliminary data from the 8 importing countries which take 85 to 90 percent of world shipments.

Trade in shell eggs also increased in 1958 ( about 8 percent over 1957), on the basis of imports by the 7 countries taking about 90 percent of world exports. Trade in 1959 is expected to show a further increase ( 6 to 8 percent) over 1958.

### POULTRY MEAT 2/

World trade in poultry meat in 1959 increased sharply over the previous record established in 1958, according to preliminary indications. The exact increase is not yet known, since few data are available for the season of heaviest trade late in the year, but it is expected to be considerable.

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1/ This Circular contains more detailed information than the summary of similar title published in the monthly supplemental issue of Foreign Crops and Markets of January 28, 1960.

2/ Mainly trade in fresh and frozen whole birds, parts and giblets, of chickens, turkeys, ducks, geese, and other poultry.

Based on complete data for 1958, the 8 countries which accounted for 85 - 90 percent of the world poultry trade increased imports by 21 percent over 1957. The combined imports into West Germany, Switzerland, the United Kingdom, Italy, Austria, Canada, Trinidad, and Hong Kong totaled 232.8 million pounds in 1958 compared with 192.5 million in 1957 ( see Poultry Meat table). Of this group the 5 Western European countries together accounted for all of the increase and approximately 80 percent of total world trade in 1958. The increase in 1959 appears to be well distributed among most importing countries.

### Imports

West Germany, the market for at least half of world poultry exports, imported over 142 million pounds in 1958, up about 31 percent from 1957. Imports were somewhat greater in 1959, with preliminary data indicating an increase of 40 percent or more. Most of the rise in 1958 came from the Netherlands and Denmark, the principal suppliers, and from Eastern Europe, notably Poland and Hungary.

In 1959 U.S. poultry accounted for a major part of the expansion, although there also were appreciable increases from the Netherlands and Denmark. Imports from Eastern Europe apparently declined in 1959; an early increase appears to have been more than offset by late declines, especially in Polish poultry.

The United Kingdom, second in importance in 1958, imported over 24 million pounds, only slightly more than in 1957. A decrease in imports from Ireland, Britain's principal supplier, was more than offset by greater imports from Denmark and Argentina, the only other suppliers of significance. A sharp decline is indicated for 1959, especially in chicken, reflecting largely an increase in U.K. production, including broilers. A sharp increase in turkey imports from Argentina established that country as the United Kingdom's principal poultry supplier in 1959, but failed to offset the sharp decline in imports from Ireland and Denmark. Britain has taken little poultry from the Netherlands in recent years.

Switzerland's poultry imports in 1958 approximately equaled Britain's, but were 39 percent over 1957. Swiss imports rose further in 1959, making that country the second most important



market. The United States first became Switzerland's principal supplier in 1957, and has accounted for the bulk of the increase since that time. Imports from the Netherlands, second in importance in Swiss imports, have risen more gradually, while imports from Denmark, the third leading supplier, have tended to decline. Italy's dressed poultry imports in 1958, totaling 16 million pounds, were 13 percent below 1957. Italian imports from nearly all sources declined further in 1959. Principal suppliers continued to be Hungary, Yugoslavia, and Denmark. Italy normally imports many live fowl from the Netherlands; however, these shipments also have declined sharply in recent years. There was a further drop in 1959.

Austria's poultry meat imports in 1958 totaled 7.3 million pounds, up 52 percent from 1957, with the Netherlands accounting for most of the increase. Preliminary data suggest little further change in imports in 1959, with a moderate further increase in Dutch poultry about offsetting a slight decline from Eastern Europe. Denmark continued an unimportant supplier in 1959.

Canada's poultry imports, totaling 13.2 million pounds, declined 2 percent in 1958 from 1957, but a further drop is indicated for 1959. Preliminary data indicate imports of 6.7 million pounds, with smaller receipts of all classes of frozen poultry including turkeys 1/. Virtually all of Canada's imports continued to come from the United States.

Hong Kong's imports of poultry meat declined to about 2 million pounds in 1958 because of a sharp increase in receipts of live poultry from Mainland China in that year. A sharp reduction in live poultry imports in 1959 left Hong Kong with an acute shortage, and resulted in poultry meat imports of well over 10 million pounds. Most of the increase was in U.S. frozen chicken. In 1959 Hong Kong also imported small quantities of poultry meat from the Netherlands, Japan, Cambodia, and South Africa.

Trinidad, one of the leading Caribbean markets, imported 3.4 million pounds of poultry in 1958, up over 40 percent from a year earlier. Preliminary data on U.S. exports, the principal source, indicate a further increase in 1959. The trade reports a shift from low-cost parts ( backs, necks, and wings ) to whole chicken and parts. An appreciable increase in most Caribbean countries, excluding Cuba, is indicated for 1959, both in chicken and turkey meat.

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1/ There was an increase in imports of canned poultry, however.

## Exports

Data on world trade in poultry meat in 1957 and 1958, by principal exporting countries, are believed to be substantially complete. They include shipments to countries other than those shown in the accompanying Poultry Meat table. While data for 1959 are incomplete for most countries, they are believed to be sufficient to indicate major trends.

The Netherlands was the leading exporter of poultry meat in 1958, with exports of over 76 million pounds, up 16 percent from 1957. Besides furnishing nearly 32 percent of the 8-country imports, it supplied nearly 30 percent of the estimated world total in that year. The Dutch also supply large numbers of live poultry for slaughter to West Germany, Italy, and Belgium. Dutch exports of poultry meat increased somewhat further in 1959; exports of live poultry declined.

U.S. exports of poultry meat (excluding canned) in 1958 were 48.5 million pounds, up 22 percent from 1957. U.S. exports of frozen poultry, totaling about 116 million pounds in 1959, were somewhat more than double those of 1958, and established the United States as the principal world supplier. The United States apparently supplied about one-third of the estimated world imports of frozen poultry meat in 1959.

Poultry exports from Denmark in 1958 were 38.7 million pounds, up 28 percent from 1957. There was a further gain also in 1959, and that country continued to be third in importance as a world supplier. These 3 countries accounted for nearly two-thirds of the estimated world trade in poultry meat in 1958 and probably at least 75 percent in 1959. Other poultry meat suppliers in both years were Poland, Hungary, Yugoslavia, Argentina, Ireland, and Bulgaria, in approximately that order of importance.

## SHELL EGGS

World trade in shell eggs in 1958, as represented by imports of the 7 countries taking approximately 90 percent of the world exports, increased slightly more than 8 percent over a year earlier. Preliminary data for 1959 indicate a further increase in world trade of nearly the same proportion. Egg imports, reported by West Germany, Italy, Hong Kong, Venezuela, Switzerland, France and the United Kingdom in 1958 totaled 585 million dozen compared with 540 million in 1957 ( see Shell Eggs table ). Such imports in 1959 are estimated to be 6 to 8 percent greater than in 1958.

## Imports

Imports by West Germany totaling 356 million dozen in 1958 were



4 percent greater than corresponding imports a year earlier. Such imports represented over half of estimated total world trade, and 61 percent of the 7-country total in that year. West Germany's imports in 1959, stimulated by increased demand, and possibly by drought, were indicated to be 15 to 20 percent greater than in 1958. This market probably accounted for nearly 60 percent of total world trade in 1959. The 3 major suppliers in 1958 were the Netherlands, with about 53 percent; Denmark with about 26 percent; and Poland with about 5 percent of the total egg imports. Other important suppliers were Sweden, Finland, Czechoslovakia, Bulgaria, Belgium, and Israel. All the major suppliers contributed significantly to the sharply increased imports in 1959. There also were greater shipments from Sweden, Belgium, Finland, and a few less important sources.

Italy imported 81 million dozen shell eggs in 1958, up 30 percent from 1957. While Italy is the second largest egg importer, its imports amount to barely 14 percent of the 7-country total in 1958. Major suppliers to Italy in 1958, as in 1957, were the Netherlands, and Denmark, but both countries shipped slightly fewer eggs. There was a slight increase in receipts from Poland, the third largest supplier of the Italian market. The increase in 1958 was mainly the result of larger shipments from Yugoslavia, Belgium, Bulgaria, Hungary, and, for the first time, imports from Israel. Italy's egg imports increased moderately in 1959 with sharply greater takings from Poland and Israel more than offsetting smaller imports from Denmark, the Netherlands, Belgium, and probably Yugoslavia.

Hong Kong was the third largest importer of shell eggs in 1958, as in 1957, and received 41 million dozen, a 5-percent increase over a year earlier. Nearly all came from Mainland China. Some eggs probably were re-exported to other Far Eastern markets. In 1959, a sharp curtailment of supplies from China caused a marked shortage, both in market and hatching eggs, and prices increased sharply. The shortage was partly met by increased imports from other suppliers, notably Japan.

Venezuela also imported about 41 million dozen eggs in 1958, 12 percent more than in the preceding year. Since part of Hong Kong's egg imports probably were re-exported, Venezuela appeared to be the third net importer in 1958. Due in part to the imposition of special labeling requirements late in 1958 and to the imminent possibility of other protective measures, Venezuela imports of eggs declined in 1959. The United States has been the largest supplier, but its share dropped from 71 percent in 1957 to 48 percent in 1958 and to probably less than 25 percent in 1959. Imports from Canada increased from 23 percent to 33 percent in 1958, and probably to about half of Venezuela's imports in 1959. Denmark's share of the Venezuelan market has

increased sharply and may have about equaled that of the United States in 1959. Imports from Poland have risen, but are still relatively small.

Switzerland, the fifth largest world egg market in 1958, imported 27 million dozen, 5 percent more than in the preceding year. Denmark was the largest supplier; but Poland, Hungary, and the Netherlands also shipped appreciable quantities. This market is supplied by a large number of exporting countries. Israel, Sweden, and Rumania made gains in 1958. Swiss egg imports in 1959 apparently were less than in 1958, however, with a sharp increase in imports from Poland more than offset by smaller shipments from most other sources.

Shell egg imports by France increased from 22.6 million dozen in 1957 to 24.1 in 1958, but were, however, 41 percent less than the 40.8 million dozen imported in 1956. Further increase is indicated for 1959. Principal sources have been the Netherlands, which have supplied about half, and Belgium, Morocco, Denmark, and Sweden.

The United Kingdom's imports increased from about 12 million dozen in 1957 to 15 million in 1958, but were down considerably from the 38 million dozen imported in 1956. Britain, like France, is approaching sufficiency in egg production. Little change in imports is estimated in 1959 from that of 1958. Sharply increased imports from Poland, and sharp declines in imports from Denmark, probably caused Poland to replace Denmark as the principal supplier in 1959. There were sharply increased egg shipments from the Union of South Africa and Norway; fewer eggs were imported from Ireland, the Netherlands, and other countries, however.

### Exports

The Netherlands, by far the world's largest exporter of shell eggs, accounted for 35 percent of the estimated world trade in 1958. As a result of a sharp further increase, this country may have accounted for nearly 38 percent of total trade in 1959. Dutch exports increased from about 232 million dozen in 1958 to at least 260 million in 1959, a rise of at least 15 percent. West Germany has taken about 85 percent of Dutch egg exports, the balance going mainly to Italy, France, and Switzerland. Not shown in the Shell Eggs table are smaller exports to Spain, Austria, and other countries.

Denmark is second in importance as egg exporter, and its 155 million dozen exported in 1958 accounted for about 23 percent of the estimated world trade. Since Danish exports changed little in 1959,



Denmark's percentage of world trade declined slightly. Increased Danish exports in 1959 to West Germany, by far the largest market, and to Switzerland, were about offset by smaller shipments to other markets. Denmark also exports to less important markets not shown in the 7-country Shell Eggs table.

Mainland China was the third ranking shell egg exporter in 1958, with exports of slightly over 40 million dozen. It also enjoyed a relatively large trade in processed eggs in that year. However, an extremely sharp drop in exports of both shell and processed eggs virtually removed that country as a significant competing supplier in 1959.

Poland's egg exports showed the most significant increase of any country in 1959, and established that country as the third largest supplier. Based on preliminary reports of importing countries, imports of Polish eggs were sharply greater than the 37 million dozen received in 1958. West Germany, Italy, the United Kingdom, and Switzerland took most of the increase.

Among countries exporting in relatively smaller volume, Belgium, Argentina and Yugoslavia, probably equaled or exceeded the United States in the volume of eggs exported in 1959. The U.S. decline from 28.9 million dozen in 1958 to an estimated 20.4 million dozen in 1959 was accounted for entirely by the decline in exports of market eggs. Exports of hatching eggs increased moderately. Exclusive of shipments to Venezuela and Spain, many U.S. eggs to Western Hemisphere countries not show the Shell Eggs table.

Shell Eggs: Imports into major markets by country of origin, 1957 and 1958

Country of Origin	West Germany	Italy	Switzerland	France	United Kingdom	Venezuela	Hong Kong	Total 1/
	1957	1958	1957	1958	1957	1958	1957	1958
North America								
Canada.....	--	--	--	--	--	8.3	--	8.3
Cuba.....	--	--	2/	--	--	13.7	--	13.7
United States.....	2/	2/	2/	--	--	2/	2/	2/
Total.....	2/	2/	2/	--	--	33.4	2/	33.4
South America								
Argentina.....	2.6	4.4	--	--	--	1.0	--	3.5
Chile.....	1	--	--	--	--	--	--	1
Total.....	2.7	4.4	--	--	--	1.0	--	3.5
Western Europe								
Austria.....	--	--	2/	--	--	2/	--	2/
Belgium-Luxembourg.....	11.0	7.0	1.5	4.7	--	--	--	19.5
Denmark.....	88.8	91.3	7.7	1.0	5.5	8.3	--	124.0
Finland.....	6.2	9.2	2	--	--	--	--	6.4
France.....	1.3	2/	2	--	--	--	--	2.2
Germany, West.....	--	--	1.1	1.1	1.1	--	--	1.1
Ireland.....	6	2/	1	--	--	--	--	1.1
Netherlands.....	180.5	187.2	3.7	10.6	1.5	1.1	--	215.8
Norway.....	2.6	1.1	3	1.1	1.1	1.1	--	3.4
Sweden.....	8.7	10.3	9	1.3	1.3	1.3	--	10.1
United Kingdom.....	4.6	--	3	2	--	--	--	5.1
Yugoslavia.....	5.9	2.8	11.9	2/	--	--	--	11.5
Total.....	310.2	308.9	15.1	19.6	7.5	10.9	--	383.0
Eastern Europe								
Bulgaria.....	4.0	6.8	1.0	--	--	--	--	8.3
Czechoslovakia.....	5.8	7.5	1	--	--	--	--	5.9
Hungary.....	5	1.7	2.5	--	1.1	--	--	5.4
Poland.....	10.9	17.5	5.4	5.5	1.1	1.6	--	27.8
Rumania.....	1.7	1.7	1.1	--	--	--	--	1.7
Total.....	22.9	35.2	16.3	18.5	1.1	2.2	--	49.1
Africa								
Morocco.....	--	--	--	3.3	--	--	--	3.3
Tunisia.....	--	--	--	1	--	--	--	1
Union of South Africa.....	2.5	2.1	4	--	2.1	1.7	--	5.0
Total.....	2.5	2.1	4	3.4	2.1	1.7	--	8.4
Asia								
Israel.....	--	4.9	3.5	2	--	--	--	1.2
China, Mainland.....	1	--	2/	1.6	--	--	--	37.7
Japan.....	--	--	2/	1.5	--	--	--	1.1
Macao.....	--	--	--	--	--	--	--	1.1
Thailand.....	--	--	--	--	--	--	2/	2/
Total.....	1	4.9	3.5	1.6	--	--	38.8	39.6
Oceania								
Australia & Total.....	4.0	.7	.8	2/	2.0	1.4	.3	7.5
Other 3/.....	2/	1	4.4	5.2	1	1.0	--	4.5
Grand Total.....	312.4	356.3	62.1	80.9	11.8	14.9	39.1	540.0

1/ Does not necessarily include all the exports of the countries of origin.  
2/ Less than 50,000 dozen.  
3/ Of origin not specified.



[illegible]

1/ Does not necessarily include all the exports of the countries of origin.

2/ Less than 50,000 pounds.

3/ Of origin not specified.

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Washington 25, D. C.

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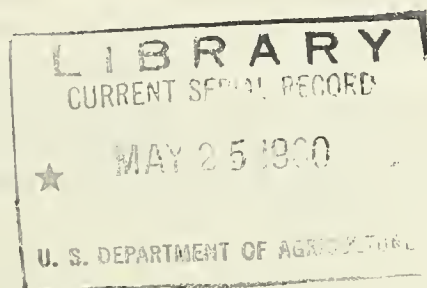
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Foreign Agricultural Service Washington D.C.



FPE 3 -60  
May 13, 1960

## U. S. FOREIGN TRADE IN POULTRY AND

### EGGS, 1959 AND PROSPECTS FOR 1960

Exports of U. S. poultry and poultry products in 1959 were valued at \$60.7 million, up 61 percent from 1958. Poultry meat - including canned as well as frozen - accounted for \$35.8 million; market eggs and egg products, \$12.0 million; hatching eggs and baby chicks \$11.2 million, and other live poultry, \$1.7 million.

The greatest value increases over a year earlier occurred in exports of poultry meats, especially chickens (broilers and fryers), turkeys, and canned poultry. Among eggs and egg products, an increase in the value of dried eggs more than offset the decline in the value of market egg exports.

The rate of increase in total U. S. exports of poultry meat probably will be more gradual in 1960 than in 1959. For chickens, there already is some evidence of a more gradual growth in frozen broilers and fryers, although exports of lower-cost fowl and chicken parts (backs and wings) are expected to increase sharply. Exports of turkeys are expected to increase substantially. Shipments will probably be heavy during the late months of 1960. U. S. exports of canned poultry are expected to be at least double those of a year earlier. Recent import liberalization, especially by the United Kingdom, and prospects for increased demand in countries with limited cold storage distribution facilities are key factors in the improved outlook for canned poultry.



Some further decline in exports of market eggs, which go mainly to Western Hemisphere countries, is expected in 1960 as egg production rises in these countries. This may again be offset by a further increase in exports of dried eggs, which go mainly to Western European markets, at least as long as supplies from Mainland China - the usual major supplier - continue to decline. Exports of baby chicks are expected to continue to rise, but to decline in unit value as other supplying countries become more competitive price-wise. Exports of hatching eggs, on the other hand, are not expected to increase.

The value of all poultry and poultry products imported by the United States in 1959 declined to \$1.4 million from \$1.7 million in 1958. Over half of this apparently represents specialty items in the poultry meat trade.

### Poultry Meat

U. S. exports of poultry meat, including canned, totaled 125.7 million pounds in 1959 compared with 51.4 million pounds in 1958. Sharpest increases were in chickens, especially broilers and fryers, turkeys, and canned poultry meats. Exports of roasters and stewing chickens (mostly fowl) also more than doubled.

U. S. exports of fresh and frozen chicken reached a record 98.3 million pounds in 1959 compared with 37.0 million pounds in 1958. Exports of broilers and fryers alone amounted to 70.4 million pounds in 1959, nearly 3 times as great as in 1958. This category accounted for 72 percent of all frozen chicken exports in 1959 - "other chicken," mostly fowl, represented the balance (see Table 1).

West Germany was the United States largest customer. In 1959 its imports of U. S. frozen chicken reached 37.7 million pounds, seven and one-half times those of 1958. Import controls are limiting further increases in 1960. Switzerland took 19.6 million pounds, compared with 12.0 million in 1958, while Hong Kong rose to third place in 1959, importing 9.5 million pounds compared with 0.2 million in 1958. In 1959 Turkey, the Netherlands, and Canada took about 5 million pounds each. The exports to Turkey were made entirely under Title I, Public Law 480. Exports of broilers, fryers, and fowl to the Netherlands were again up sharply - nearly 3 times those of 1958. Canadian imports of U. S. chicken declined by about one-third. Exports of fresh and frozen chickens to the West Indies Federation increased to 6.4 million pounds in 1959 from 4.7 million in 1958 - a 37 percent increase. The Netherlands Antilles with 1.7 million pounds and Bermuda with 1.2 million, helped make the Caribbean area an important market.



Combined exports of turkeys and other poultry and game in 1959 amounted to 17.7 million pounds, up 55 percent over exports in 1958. Exports of fresh and frozen turkey, reported separately for the first time in 1958, totaled 12.0 million pounds in 1959, 131 percent above 1958 exports of 5.2 million. U. S. exports of "other poultry and game" amounted to 5.7 million pounds, down 8 percent from 1958 (see Table 2).

West Germany was again this country's largest turkey market, taking 6.5 million pounds - more than triple its 1958 imports of 2.0 million. Canada's import controls and increased production limited U. S. turkey exports to that country to a token 325,000 pounds. However, in February of 1960, 316,000 pounds were shipped. The Netherlands and Switzerland increased their imports of U. S. turkeys in 1959. These imports, from all indications, will keep on rising in 1960. The Caribbean area - with the exception of Cuba - increased turkey imports, as did Hong Kong and Singapore. Turkey meat was sold to Egypt and Turkey under Title I, Public Law 480 agreements. The latter country took 1.3 million pounds and became the second largest U. S. market. The further increase expected in U. S. turkey exports reflects the growing number of countries which recognize the price and quality competitiveness of these birds.

U. S. exports of canned poultry rose from 2.9 million pounds in 1958 to 9.7 million pounds in 1959 (see Table 3). Most of the greater volume went to West Germany which increased imports from 0.6 million pounds in 1958 to 7.1 million in 1959.

Exports to Canada, second in importance in 1959, increased from 1.7 to 1.8 million pounds, and to Venezuela, in third place, increased from 0.1 million to 0.3. While there was a slight decline in exports to most other markets as a whole, increased quantities went to Mexico, Cuba, France, Switzerland, Ghana, and Kuwait. The United Kingdom entered the picture in 1959 for the first time since 1956, taking 0.2 million pounds, following liberalization in November 1959, of imports of canned poultry from the dollar area. Further increases in exports are expected in 1960 with the United Kingdom and other European markets, Canada and countries of the Near East sharing the gain.

#### Shell eggs and egg products.

U. S. exports of market eggs (for consumption) declined from 22.4 million dozen in 1958 to 13.7 million in 1959, down 39 percent (see Table 4). Most of the decline represented reduced shipments to Venezuela, the principal market. Exports to Mexico, Cuba, and other countries of the Caribbean area also declined sharply. Canada and Switzerland were the only 2 countries which took appreciably more.

Exports to Spain in 1959, as in 1956 and 1958, were virtually all shipped under a Mutual Security Act Program (Economic Aid) and amounted to 3.4 million dozen.

Dried egg exports in 1959 were 6.6 million pounds, the largest from the United States since 1951, the last year of large postwar imports by the United Kingdom. This was over 9 times as great as corresponding exports in 1958, and was due largely to reduced exports from Mainland China. In 1959 the largest U. S. market was West Germany which took about two-thirds of the total, compared with negligible quantities in 1958. U. K. imports jumped from 32 thousand pounds in 1958 to 1.2 million pounds in 1959. These countries together with Italy, Switzerland, and other markets of Western Europe, accounted for the entire increase in U. S. exports of dried eggs in 1959 (see Table 5).

U. S. exports of frozen eggs rose from 455 thousand pounds in 1958 to 595 thousand in 1959, up 31 percent. Greater exports to Venezuela and Western Europe more than offset a decrease in shipments to countries in North and Central America and the Caribbean area.

Hatching eggs, baby chicks, and other live poultry.

U. S. exports of baby chicks in 1959, totaling 16.5 million head, were up 14 percent from 1958 (see Table 6). Census figures show increases of 2.3 million to Mexico and 0.8 million to Guatemala. Canada's chick imports were down 1.2 million and those into Cuba down 1.3 million from the corresponding numbers in 1958. Increases were fairly general among countries of Central and South America and (excluding Cuba and the Netherlands Antilles) of the Caribbean area. Exports to Europe likewise increased sharply, and there were scattered increases in Asia and Africa. Further increase is expected in 1960, especially of chicks for broiler production.

U. S. exports of hatching eggs increased from 6.5 million dozen in 1958, the first year for which separate data are available, to about 6.7 million in 1959, up 3 percent. Most of the increase went to Venezuela, but there were moderately greater exports to Western Europe, especially West Germany. Exports in 1960, unlike the case for chicks, are not expected to rise.

Exports of other live poultry from the United States - almost entirely slaughter chickens across the borders into Mexico and Canada - continued to increase and at an accelerated rate; they were up 37 percent in 1959 to a record level of 6.3 million pounds.



Table 1. Chickens and capons, fresh or frozen: U.S. exports by country of destination, average 1952-55, annual 1956-59.

Destination	Average	1956	1957	1958			1959		
	1952-55			Broilers	Other	Total	Broilers	Other	Total
	1/			& fryers	chicken		& fryers	chicken	
	Thousand	Thousand	Thousand	Thousand	Thousand	Thousand	Thousand	Thousand	Thousand
	pounds	pounds	pounds	pounds	pounds	pounds	pounds	pounds	pounds
Canada.....	2,278	9,537	5,150	2,875	4,460	7,335	1,877	3,014	4,891
Mexico.....	295	405	816	1,111	274	1,385	943	171	1,114
Panama Canal Zone.....	958	1,562	701	202	57	259	--	--	--
Guatemala.....	14	38	19	14	21	35	14	--	14
Panama.....	74	115	142	52	33	85	11	45	56
Bahamas.....	33	39	76	49	43	92	126	110	236
Bermuda.....	499	800	887	342	478	820	314	844	1,158
Cuba.....	108	42	43	15	19	34	20	4	24
Dominican Republic.....	15	16	48	20	19	39	8	--	8
Haiti.....	6	57	26	1	1	2	2	2	4
Netherlands Antilles.....	909	1,173	1,472	982	442	1,424	1,183	528	1,711
West Indies Federation.....	302	2,363	3,041	3,182	1,474	4,656	4,792	1,591	6,383
Other.....	6	2/ 12	3/ 9	4/ 7	--	7	5/ 16	--	16
Total North America.....	5,497	16,159	12,460	8,852	7,321	16,173	9,306	6,309	15,615
British Guiana.....	74	124	88	67	12	79	40	2	42
Peru.....	22	37	258	56	50	106	243	27	270
Surinam.....	6	185	105	126	1	127	264	4	268
Venezuela.....	92	55	15	9	1	10	2	16	18
Other.....	6	--	6/ 6	6/ 3	6/ 2	5	6/ 2	6/ 4	6
Total South America.....	200	401	472	261	66	327	551	53	604
Belgium-Luxembourg.....	63	63	122	55	75	130	71	122	193
France.....	3	6	44	16	20	36	2	20	22
Germany, West.....	51	3,517	5,550	3,243	1,676	4,919	23,929	13,800	37,729
Greece.....	--	--	6	175	79	254	571	206	777
Ireland.....	--	--	--	11	--	11	--	--	--
Italy.....	--	--	--	11	10	21	5	--	5
Netherlands.....	14	89	782	1,290	580	1,870	4,006	1,200	5,206
Spain.....	--	--	--	--	--	--	1,011	335	1,346
Switzerland.....	293	2,685	6,157	9,206	2,790	11,996	18,167	1,388	19,555
Other.....	4	7/ 6	7/ 1	--	--	--	7/ 5	7/ 1	6
Total Europe.....	428	6,366	12,662	14,007	5,230	19,237	47,767	17,072	64,839
Egypt.....	--	--	--	--	33	33	253	68	321
Ghana.....	--	2	35	38	47	85	171	63	234
Liberia.....	28	56	66	73	4	77	238	36	274
Morocco.....	49	44	12	--	--	--	--	--	--
Nigeria.....	--	--	--	--	--	--	49	18	67
Other.....	1	--	8/ 4	9/ 2	--	2	10/ 9	11/ 8	17
Total Africa.....	78	102	117	113	84	197	720	193	913
Arabian Peninsula States.....	--	--	--	7	9	16	75	40	115
Bahrein.....	--	--	9	--	--	--	19	4	23
Kuwait.....	12	20	15	10	11	21	29	32	61
Iran.....	12/	--	13	17	12	29	8	29	37
Israel.....	--	3	--	4	9	13	13	10	23
Lebanon.....	8	15	24	10	52	62	37	--	37
Saudi Arabia.....	335	309	323	111	231	342	144	298	442
Turkey.....	--	--	--	--	--	--	3,725	1,821	5,546
Ceylon.....	--	--	2	13	--	13	--	--	--
Hong Kong.....	53	795	1,904	98	128	226	7,551	1,918	9,469
Japan.....	8	--	--	5	2	--	57	10	67
Korea, Republic of.....	--	5	--	24	7	31	4	4	8
Malaya, Federation of.....	13/	13/	13/	7	4	11	6	4	10
Nansei & Nanpo Islands.....	29	26	96	31	36	67	51	37	88
Pakistan.....	--	8	--	6	2	--	18	6	24
Philippines, Republic of.....	8	60	81	7	5	12	2	--	2
Singapore.....	30	214	284	129	82	211	240	80	320
Viet Nam, Laos, & Cambodia.....	--	--	4	20	11	31	13	8	21
French Pacific Islands.....	5	2	--	--	2	--	18	4	22
U.S. Trust Pacific Islands.....	1	20	6	3	12/	3	11	7	18
Other.....	7	14/ 3	--	--	--	17	15/ 6	16/ 3	9
Total Asia & Oceania.....	496	1,480	2,761	502	603	1,105	12,027	4,315	16,342
Grand Total.....	6,699	24,508	28,472	23,735	13,304	37,039	70,371	27,942	98,313

1/ Combined with other poultry and game under Poultry and Game prior to 1952. 2/ British Honduras, 3; El Salvador, 1; Honduras, 8. 3/ British Honduras. 4/ British Honduras, 6; El Salvador, 1. 5/ Miquelon and St. Pierre Islands, 4; British Honduras, 2; El Salvador, 6; Honduras, 4. 6/ Chile. 7/ United Kingdom. 8/ Union of South Africa. 9/ Belgian Congo. 10/ Belgian Congo, 4; Libya, 3; British West Africa (excl. Nigeria), 2. 11/ Libya. 12/ Less than 500 pounds. 13/ Included with Singapore as British Malaya prior to 1958. 14/ Indonesia. 15/ Taiwan. 16/ New Zealand.

Table 2. Turkeys and other poultry, fresh or frozen: U.S. exports by country of destination, average 1952 - 1955, annual 1956 - 1959.

Destination	Average 1952-55 1/	1956	1957	1958			1959		
				Turkeys	Other poul- try & game	Total	Turkeys	Other poul- try & game	Total
	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds
Canada.....	6,236	13,457	7,599	412	3,851	4,263	325	3,455	3,780
Mexico.....	183	390	241	154	111	265	370	97	467
Panama Canal Zone.....	158	106	162	16	8	24	2	--	2
Guatemala.....	2	10	15	30	3	33	17	--	17
Panama.....	77	106	137	97	18	115	73	19	92
Bahamas.....	130	199	216	175	15	190	211	52	263
Bermuda.....	348	352	341	364	237	601	419	72	491
Cuba.....	331	456	522	576	44	620	485	6	491
Dominican Republic.....	17	47	23	25	5	30	16	9	25
El Salvador.....	2	5	--	10	2	12	--	--	--
Haiti.....	12	17	11	6	--	6	11	--	11
Netherland Antilles.....	60	97	137	70	217	287	65	15	80
West Indies Federation.....	61	202	348	215	503	718	325	183	508
Other.....	2	2/ 6	3/ 9	4/ 5	--	5	5/ 1	6/ 2	3
Total North America.....	7,619	15,450	9,761	2,155	5,014	7,169	2,320	3,910	6,230
British Guiana.....	2	8	18	7	27	34	12	1	13
Peru.....	26	48	117	82	16	98	81	4	85
Surinam.....	1	10	4	--	16	16	--	--	--
Venezuela.....	84	6	52	22	9	31	--	8	8
Other.....	6	--	--	--	--	--	7/ 5	--	5
Total South America.....	119	72	191	111	68	179	98	13	111
Belgium-Luxembourg.....	23	20	--	15	35	50	34	65	99
Denmark.....	53	--	--	--	--	--	15	--	15
France.....	--	32	--	--	3	3	--	--	--
Germany, West.....	46	934	131	1,956	198	2,154	6,465	1,034	7,499
Italy.....	--	--	--	11	--	11	--	--	--
Netherlands.....	1	--	56	149	432	581	430	76	506
Switzerland.....	22	184	374	245	259	504	416	235	651
United Kingdom.....	21	--	--	--	--	--	10	6	16
Other.....	--	--	--	8/ 3	--	3	9/ 9	--	9
Total Europe.....	166	1,170	561	2,379	927	3,306	7,379	1,416	8,795
Egypt.....	--	--	--	33	--	33	205	--	205
Morocco.....	39	11	3	--	--	--	--	--	--
Ghana.....	--	--	5	13	7	20	14	28	42
Liberia.....	13	9	8	5	2	7	20	3	23
Nigeria.....	--	--	--	--	--	--	4	13	17
Other.....	10/ --	--	11/ 2	11/ 8	--	8	--	12/ 2	2
Total Africa.....	52	20	18	59	9	68	243	46	289
Arabian Peninsula States.....	--	--	--	2	4	6	18	9	27
Bahrain.....	--	--	--	2	18	20	--	9	9
Kuwait.....	3	2	6	6	2	8	11	7	18
Iran.....	--	2	46	45	25	70	75	9	84
Israel.....	1	9	56	27	33	60	20	4	24
Lebanon.....	6	34	2	27	19	46	24	7	31
Saudi Arabia.....	178	128	107	81	26	107	97	7	104
Turkey.....	--	--	--	--	--	--	1,295	--	1,295
Ceylon.....	--	4	7	7	--	7	15	--	15
Hong Kong.....	63	152	218	101	30	131	175	218	393
Japan.....	17	19	--	3	--	3	--	4	4
Malaya, Federation of.....	13/	13/	13/	12	5	17	15	14	29
Nansei and Nanpo Islands.....	22	25	16	1	3	4	3	--	3
Pakistan.....	--	15	3	14	--	14	3	3	6
Philippines, Republic of the.....	10	4	18	4	14	18	2	--	2
Singapore.....	39	152	127	150	24	174	181	38	219
Viet Nam, Laos, and Cambodia.....	--	--	1	15	--	15	14	10	24
U. S. Trust Pacific Islands.....	10/	--	13	5	--	5	4	--	4
Other.....	4	14/ 9	15/ 11	16/ 3	17/ 5	8	18/ 18	19/ 2	20
Total Asia and Oceania.....	343	555	631	505	208	713	1,970	341	2,311
Grand total.....	8,299	17,267	11,162	5,209	6,226	11,435	12,010	5,726	17,736

1/ Combined with chickens and capons under Poultry and Game prior to 1952. 2/ Costa Rica. 3/ British Honduras. 4/ Miquelon and St. Pierre Islands. 5/ Nicaragua. 6/ British Honduras. 7/ Chile. 8/ Spain. 9/ Sweden, 2; Malta, 7. 10/ Less than 500 pounds. 11/ Libya. 12/ Belgian Congo, 1; Libya, 1. 13/ Shown with Singapore as British Malaya prior to 1958. 14/ French Pacific Islands, 3; Republic of Korea, 6. 15/ French Pacific Islands, 6; Republic of Korea, 5. 16/ French Pacific Islands. 17/ Republic of Korea. 18/ British West Pacific Islands, 4; French Pacific Islands, 8; Republic of Korea, 6. 19/ French Pacific Islands.

Compiled from figures published by the Bureau of the Census.



Table 3. Canned poultry: U.S. exports by country of destination, average 1951-55, annual 1956-59.

Destination	Average 1951-55 1/	1956 1/	1957 1/	1958	1959
	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds	Thousand pounds
Canada.....	1,805	1,758	1,772	1,705	1,815
Mexico.....	3	8	--	--	25
Panama Canal Zone.....	11	4	2	9	--
Bermuda.....	7	4	2	71	4
Cuba.....	3	4	1	5	22
Netherlands Antilles.....	5	10	4	33	1
West Indies Federation.....	2	2	18	84	--
Other.....	4	2/ 7	3/ 1	4/ 12	5/ 8
Total North America.....	1,840	1,797	1,800	1,919	1,875
Chile.....	3	4	22	8	--
Colombia.....	256	--	--	6	--
Peru.....	5	10	4	7	2
Venezuela.....	80	38	77	138	294
Other.....	11	6/ 2	7/ 9	8/ 8	9/ 4
Total South America.....	355	54	112	159	300
Denmark.....	4	2	12	9	7
France.....	8/	1	--	1	12
Germany, West.....	1	--	31	617	7,146
Netherlands.....	1	--	3	--	--
Sweden.....	9	25	18	31	17
Switzerland.....	2	6	10	--	36
United Kingdom.....	137	733	--	--	174
Other.....	2	--	10/ 5	11/ 8	12/ 1
Total Europe.....	156	767	79	666	7,393
Libya.....	--	--	18	10	5
Ghana.....	--	--	15	--	22
Union of South Africa.....	--	--	--	29	--
Other.....	3	13/ 1	14/ 3	15/ 4	16/ 6
Total Africa.....	3	1	36	43	33
Bahrein.....	4	10	--	16	4
Cyprus.....	--	--	10	--	--
Iran.....	--	11	7	25	9
Israel.....	23	5	--	--	--
Kuwait.....	4	13	15	4	16
Lebanon.....	8	6	11	4	--
Saudi Arabia.....	16	1	14	27	7
Hong Kong.....	4	15	4	10	9
Malaya, Federation of.....	17/	17/	17/	6	--
Nansei and Nanpo Islands.....	1	48	--	10	--
Pakistan.....	--	5	--	--	--
Singapore.....	4	19	81	19	6
Viet Nam, Laos, & Cambodia.....	--	--	--	31	--
U.S. Trust Pacific Islands.....	2	1	13	8/	21
New Zealand.....	--	--	--	--	14
Other.....	4	18/ 12	19/ 9	20/ 7	21/ 4
Total Asia and Oceania.....	70	146	164	159	90
Grand total.....	2,424	2,765	2,191	2,946	9,691

1/ Canned chicken only prior to 1958. 2/ Panama, 2; Dominican Republic, 5. 3/ Guatemala.  
4/ Guatemala, 3; Honduras, 2; Panama, 2; Bahamas, 5; Dominican Republic, 8/ 5/ Panama, 4;  
Bahamas, 4. 6/ Brazil. 7/ Argentina, 3; Brazil, 5; Uruguay, 1. 8/ Less than 500 pounds.  
9/ Ecuador, 3; Brazil, 8/; Surinam, 1. 10/ Belgium-Luxembourg, 3; Italy, 2. 11/ Belgium-Luxembourg.  
12/ Austria. 13/ Morocco. 14/ Somalia. 15/ Egypt, 2; Liberia, 2. 16/ Nigeria, 4; Liberia, 2.  
17/ Included with Singapore as British Malaya prior to 1958. 18/ Aden, 4; Afganistan, 2;  
Indonesia, 3; Republic of Korea, 1; Philippine Republic, 2. 19/ Jordan, 5; Turkey, 3; Ceylon, 1.  
20/ Arabian Peninsula States, 5; Indonesia, 2; Turkey, 8/ 21/ Indonesia.

Table 4. - Shell eggs: U.S. exports by country of destination, average 1951 - 1955, annual 1956 - 1959

Destination	Average 1951-55	1956	1957	1958			1959		
				Hatching	Consumption	Total	Hatching	Consumption	Total
	Thousand dozen	Thousand dozen	Thousand dozen	Thousand dozen	Thousand dozen	Thousand dozen	Thousand dozen	Thousand dozen	Thousand dozen
Canada.....	775	2,651	937	1,680	67	1,747	1,486	497	1,983
Mexico.....	16,572	8,940	4,351	626	2,823	3,449	397	1,637	2,034
Panama Canal Zone.....	627	600	303	1	56	57	--	--	--
British Honduras.....	4	25	60	--	15	15	--	32	32
Guatemala.....	179	121	182	2	9	11	--	43	43
Panama.....	327	51	100	50	26	76	88	36	124
Bahamas.....	62	83	179	2	121	123	1	85	86
Bermuda.....	83	214	151	--	158	158	--	174	174
Cuba.....	7,086	3,582	2,330	975	343	1,318	592	--	592
Dominican Republic.....	5	43	7	--	5	5	8	8	16
Haiti.....	4	19	22	--	11	11	2	6	8
Netherlands Antilles.....	506	480	473	32	587	619	6	531	537
West Indies Federation.....	30	187	247	12	166	178	29	51	80
Other.....	9	--	1/ 5	--	--	--	2/ 4	3/ 7	11
Total North America.....	26,269	16,996	9,347	3,380	4,387	7,767	2,613	3,107	5,720
British Guiana.....	--	--	3	1	3	4	10	2	12
Chile.....	--	--	--	25	--	25	4/	--	--
Colombia.....	1,070	464	--	--	2	2	--	3	3
Peru.....	1	--	--	--	--	--	--	19	19
Venezuela.....	12,766	20,815	21,989	2,980	13,196	16,176	3,850	6,082	9,932
Other.....	11	5/ 2	5/ 2	6/ 5	--	5	7/ 3	--	3
Total South America.....	13,848	21,281	21,994	3,011	13,201	16,212	3,863	6,106	9,969
Belgium-Luxembourg.....	56	93	13	23	--	23	26	51	77
Germany, West.....	4/	71	4	75	1	76	173	43	216
Italy.....	4/	2	4/	4	--	4	3	15	18
Netherlands.....	4	67	--	1	--	1	1	38	39
Spain.....	417	4,857	154	2	4,686	4,688	6	3,353	3,359
Switzerland.....	524	1,287	157	4/	4/	4/	1	784	785
Other.....	2	8/ 4	9/ 2	10/ 3	11/ 7	10	12/ 5	--	5
Total Europe.....	1,003	6,381	330	108	4,694	4,802	215	4,284	4,499
Liberia.....	21	29	22	--	71	71	--	78	78
Other.....	--	--	--	--	13/ 1	1	14/ 1	13/ 8	9
Total Africa.....	21	29	22	--	72	72	1	86	87
Kuwait.....	3	--	--	--	3	3	--	50	50
Saudi Arabia.....	45	7	7	--	3	3	--	--	--
Singapore.....	--	--	--	--	--	--	--	15	15
U. S. Trust Pacific Islands.....	4	20	12	--	21	21	--	14	14
Other.....	23	15/ 7	16/ 14	17/ 2	--	2	--	18/ 27	27
Total Asia and Oceania.....	75	34	33	2	27	29	--	106	106
Grand Total.....	41,216	44,721	31,726	6,501	22,381	28,882	6,692	13,689	20,381

1/ Greenland, 3; Nicaragua, 2. 2/ El Salvador, 2; Honduras, 1; French West Indies, 1. 3/ Costa Rica. 4/ Less than 500 dozen. 5/ Brazil. 6/ Brazil, 2; Ecuador, 3. 7/ Brazil, 1; Ecuador, 2. 8/ Greece. 9/ USSR, 4. 10/ France, 1; Greece, 1; Ireland, 1/; Yugoslavia, 1. 11/ Iceland. 12/ Greece, 2; United Kingdom, 1; USSR, 2. 13/ Ghana. 14/ Egypt, 1; Libya. 15/ Indonesia. 16/ Iran, 6; Israel, 2; India, 1; Japan, 2; Philippines, 1; Thailand, 2. 17/ Israel, 1; Thailand, 1; Japan. 18/ Bahrain, 6; Hong Kong, 6; Japan, 9; Viet Nam, 6.

Compiled from figures published by the Bureau of the Census.



Table 5. Egg products: U.S. exports by country of destination, average 1951-55, annual 1956-59

Destination	Dried eggs					Eggs frozen and otherwise preserved				
	Average:					Average:				
	1951-55:	1956	1957	1958	1959	1951-55:	1956	1957	1958	1959
	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
	pounds	pounds	pounds	pounds	pounds	pounds	pounds	pounds	pounds	pounds
Canada.....	352	133	101	170	66	110	88	106	73	30
Mexico.....	970	328	334	55	79	120	184	40	51	3
Panama Canal Zone.....	8	4	6	3	--	114	128	56	36	--
Guatemala.....	9	6	10	1	2	1	--	--	--	--
Honduras.....	2	3	3	12	1	--	1	1	--	--
Panama.....	1	3	--	--	--	57	--	22	--	--
Bahamas.....	4	--	--	--	--	7	29	7	16	14
Bermuda.....	--	5	4	--	1	15	36	28	32	29
Cuba.....	51	26	53	10	46	12	27	15	2	3
Netherlands Antilles.....	1/	2	3	--	--	2	3	30	2	8
West Indies Federation.....	1	--	1	5	7	14	27	60	99	122
Other.....	11	2/4	3/3	--	4/2	1/	5/2	5/1	--	--
Total North America.....	1,409	514	518	256	204	452	525	366	311	209
Colombia.....	62	54	20	10	19	3	--	1/	4	--
Peru.....	5	1/	--	--	2	6	40	58	37	34
Venezuela.....	35	15	37	59	56	48	64	28	1	159
Other.....	3	6/4	7/1	--	8/5	2	--	--	--	--
Total South America.....	105	73	58	69	82	59	104	86	42	193
Belgium-Luxembourg.....	30	--	46	73	81	14	--	22	--	56
France.....	1	1-	--	--	23	--	--	--	2	--
Germany, West.....	596	1,081	499	14	4,313	--	23	44	--	10
Greece.....	1	9	11	7	27	--	--	--	1	2
Italy.....	97	5	4	34	150	21	--	--	--	--
Netherlands.....	43	24	34	28	18	3	--	--	45	--
Spain.....	--	--	--	17	--	--	--	--	--	--
Sweden.....	18	--	1	--	1	--	--	--	--	--
Switzerland.....	327	119	123	146	395	13	143	58	22	27
United Kingdom.....	8,139	14	28	32	1,211	--	--	--	6	30
Yugoslavia.....	867	--	22	--	--	--	--	--	--	--
Other.....	5	--	--	--	9/2	--	--	--	--	--
Total Europe.....	10,124	1,253	768	351	6,221	51	166	124	76	125
Union of South Africa.....	--	--	4	12	19	--	--	--	--	--
Other.....	1	--	--	--	10/9	1	--	--	--	--
Total Africa.....	1	--	4	12	28	1	--	--	--	--
Israel.....	29	2	3	12	13	1/	--	--	--	--
Saudi Arabia.....	11	3	1	7	--	--	--	--	5	--
Nansei and Nanpo Islands..	--	--	--	--	--	--	--	5	16	32
Philippines, Republic of..	34	5	8	2	8	8	30	23	5	36
Other.....	17	11/3	12/5	13/5	14/3	--	15/2	--	--	--
Total Asia & Oceania...	91	13	17	26	24	8	32	28	26	68
Grand Total.....	11,730	1,853	1,365	714	6,559	571	827	604	455	595

1/ Less than 500 pounds. 2/ Costa Rica, 1; Dominican Republic, 1; Nicaragua, 2. 3/ Costa Rica, 1; Dominican Republic, 1; Nicaragua, 1. 4/ Costa Rica, 1; Dominican Republic, 1. 5/ Dominican Republic. 6/ Bolivia, 1; Brazil, 2; British Guiana, 1. 7/ Bolivia. 8/ Bolivia, 2; Chile, 2; Uruguay, 1. 9/ Malta. 10/ Morocco, 8; Rhodesia and Nyasaland, 1. 11/ Lebanon, 2; Hong Kong, 1. 12/ Lebanon, 2; Indonesia, 1; Republic of Korea, 1; U.S. Trust Pacific Islands, 1. 13/ Iran, 3; Hong Kong, 1; U.S. Trust Pacific Islands, 1; Cambodia 1/ 14/ Hong Kong 1/; U.S. Trust Pacific Islands, 1; Viet Nam, 2. 15/ Indonesia, 1; Pakistan, 1.

Table 6. Chicks and other live poultry: U.S. exports by country of destination, average 1952-55, annual 1956-59

Destination	Baby Chicks					Other live poultry				
	Average	1956	1957	1958	1959	Average	1956	1957	1958	1959
	1952-55 1/ head	head	head	head	head	1952-55 1/ pounds	pounds	pounds	pounds	pounds
Canada.....	195	1,275	1,866	4,729	3,535	208	467	396	504	1,101
Mexico.....	3,619	8,733	5,716	2,143	4,396	1,831	2,754	4,057	4,003	5,087
British Honduras.....	2	3	10	33	49	--	--	--	--	--
Costa Rica.....	181	325	399	345	476	--	--	1	2	2/
El Salvador.....	98	445	464	331	508	2/	3	2/	2/	1
Guatemala.....	230	451	518	1,119	1,899	2/	--	2	6	35
Honduras.....	8	29	99	74	105	2/	2/	2/	2/	--
Nicaragua.....	4	60	75	111	129	1	1	--	--	--
Panama.....	149	--	1	3	4	--	--	--	--	2
Bahamas.....	147	306	464	555	551	--	1	--	3	23
Bermuda.....	76	158	28	30	36	5	--	2/	--	2
Cuba.....	252	1,875	2,580	1,953	665	191	6	14	15	2
Dominican Republic.....	4	54	145	382	477	1	--	1	--	3
French West Indies.....	37	147	59	164	216	--	--	--	--	--
Haiti.....	29	30	44	70	106	--	10	--	--	--
Netherlands.....	58	42	59	134	87	--	--	--	--	--
West Indies Federation....	231	978	1,019	1,387	1,626	1	4	2	3	9
Others.....	5	--	--	--	3/ 6	--	--	--	--	--
Total North America....	5,325	14,911	13,546	13,563	14,871	2,238	3,246	4,473	4,536	6,265
Bolivia.....	3	12	2	42	36	--	--	--	--	--
British Guiana.....	2	22	13	34	133	--	--	7	--	--
Chile.....	3	13	10	16	64	--	--	--	--	2/
Colombia.....	607	574	43	--	39	4	1	--	--	--
Ecuador.....	66	92	192	317	388	1	2	2/	--	3
Peru.....	12	4	33	51	19	2	2/	1	2	1
Surinam.....	18	37	43	168	192	--	--	1	1	--
Venezuela.....	7,980	10,876	1,886	118	254	12	17	41	65	71
Other.....	12	2/	4/ 26	5/ 15	6/ 3	6	--	--	--	--
Total South America....	8,703	11,630	2,248	761	1,128	25	20	50	68	75
Austria.....	54	--	--	--	--	--	--	--	--	--
Belgium-Luxembourg.....	--	--	11	36	173	--	--	--	--	--
Germany, West.....	--	--	20	--	10	--	--	2/	1	--
Greece.....	2	12	8	8	41	2/	--	--	--	--
Italy.....	14	7	4	44	78	2/	--	1	7	2/
Netherlands.....	--	2	--	--	68	--	--	--	--	--
Spain.....	1	--	3	5	34	--	--	--	--	--
Other.....	10	--	7/ 4	8/ 11	9/ 2	1	--	--	--	--
Total Europe.....	81	21	50	104	406	1	--	1	8	--
British West Africa.....	--	--	10	--	--	--	--	--	--	--
Egypt.....	16	--	--	2	6	--	--	--	--	--
Other.....	6	10/ 8	11/ 6	--	12/ 13	--	--	--	--	--
Total Africa.....	22	8	16	2	19	--	--	--	--	--
Israel.....	3	6	2	14	36	--	--	--	--	--
Lebanon.....	2	2	--	1	28	--	--	--	--	--
Hong Kong.....	3	3	10	3	--	--	--	1	--	--
India.....	1	--	31	--	--	--	--	--	--	--
Iran.....	26	--	--	--	--	--	--	--	--	--
Philippines, Republic of..	22	--	12	25	18	2	--	--	3	--
Other.....	5	13/ 7	--	14/ 6	15/ 11	2	16/ 2	--	2/	--
Total Asia & Oceania....	62	18	55	49	93	4	2	1	3	--
Grand total.....	14,193	26,588	15,915	14,479	16,517	2,268	3,268	4,525	4,615	6,340

1/ Separate figures not available prior to 1952. 2/ Less than 500. 3/ Canal Zone. 4/ Argentina, 1; Brazil, 9; French Guiana, 8; Paraguay 8. 5/ Brazil, 8; French Guiana, 7. 6/ Brazil, 2; Argentina, 1. 7/ France. 8/ Azores, 9; France, 2. 9/ France, 1; Switzerland, 1. 10/ Liberia. 11/ Ethiopia, 1; Liberia, 5. 12/ Liberia, 5; Tunisia, 8. 13/ Australia, 2; Taiwan, 5. 14/ Macao, 5; Nansei and Nanpo Islands, 1. 15/ Pakistan, 2; Thailand, 6; Nansei and Nanpo Islands, 3. 16/ Saudi Arabia.



Table 7. Poultry products: U.S imports by country of origin, 1951 - 1955, annual 1956 - 1959

Commodity and origin	Unit	Average 1951-55	1956	1957	1958	1959
<b>Poultry meat:</b>						
<b>Chickens, 1/fresh</b>	Pound					
Canada.....			40	145	312	24
Argentina.....		54	--	--	--	--
France.....		1	--	--	1	--
United Kingdom...		--	--	--	--	--
Japan.....		4	1	1	3	1
Poland.....		--	--	--	--	22
Other.....		--	1	--	2/	--
Total.....		60	42	146	316	47
<b>Turkeys, fresh or frozen</b>	Pound					
Canada.....		--	--	--	--	39
Brazil.....		--	3	5	--	--
Sweden.....		--	1	5	1	--
Hong Kong.....		--	1	1	2/	--
Japan.....		1	--	--	--	2/
Other.....		1	5	11	1	39
Total.....		1	5	11	1	39
<b>Birds, 3/ prepared or preserved</b>	Pound					
Canada.....		1	2	1	1	2/
Mexico.....		3	6	2	--	--
Argentina.....		5	1	1	--	--
Belgium.....		1	--	--	--	--
Denmark.....		1	1	--	9	13
France.....		59	59	70	70	80
Germany, West....		1	4	2	4	1
Hungary.....		3	1	1	1	1
Netherlands.....		1	1	1	3	1
Norway.....		1	1	--	1	1
Poland.....		--	--	--	2	--
Spain.....		1	--	--	--	2
Sweden.....		--	5	--	--	--
Switzerland.....		2	2	2	1	--
United Kingdom...		5	5	4	5	6
Egypt.....		--	--	--	--	1
China.....		25	--	--	--	--
Hong Kong.....		118	139	180	215	188
Japan.....		52	19	29	39	29
Portuguese Asia...		1	--	--	--	--
Taiwan.....		--	2/	2	--	--
Other.....		2	2/	2/	--	--
Total.....		282	246	295	351	323

1/ Includes guineas, ducks, and geese. 2/ Less than 500. 3/ Includes poultry.

Compiled from figures published by the Bureau of the Census.

Table 8. Poultry products: U. S. exports and imports, quantity and value, average 1951-55, annual 1956-59.

Commodity	Unit	Quantity					Value				
		Average : 1951-55	1956	1957	1958	1959	Average : 1951-55	1956	1957	1958	1959
		Thousand :	Thousand :	Thousand :	Thousand :	Thousand :	dollars :	dollars :	dollars :	dollars :	dollars :
EXPORTS											
Poultry meat:											
Chickens, fresh and frozen....	Pound	1/ 6,699	24,508	28,472	37,039	98,313	1/ 2,772	7,807	9,105	11,936	27,196
Broilers and fryers.....	"	--	--	--	23,735	70,371	--	--	--	7,779	20,412
Other.....	"	--	--	--	13,304	27,942	--	--	--	4,157	6,784
Other poultry & game, fresh and frozen.....	"	1/ 8,299	17,267	11,162	11,435	17,736	1/ 3,868	7,313	4,386	4,146	6,134
Turkeys.....	"	--	--	--	5,209	12,010	--	--	--	2,010	4,262
Other.....	"	--	--	--	6,226	5,726	--	--	--	2,136	1,872
Canned poultry.....	"	2/ 2,424	2/ 2,765	2/ 2,191	2,946	9,691	2/ 984	2/ 1,006	733	930	2,524
Eggs:											
In the shell.....	Dozen	41,216	44,721	31,726	28,882	20,381	17,924	19,246	14,196	15,189	12,176
Hatching.....	"	--	--	--	6,501	6,692	--	--	--	6,413	7,250
Other.....	"	--	--	--	22,381	13,689	--	--	--	8,776	4,926
Dried.....	Pound	11,730	1,853	1,365	714	6,559	4,811	1,993	1,428	751	6,869
Frozen or otherwise preserved.....	"	571	827	604	455	595	240	430	310	180	210
Live poultry:											
Baby chicks.....	Head	1/ 14,193	26,588	15,915	14,479	16,517	1/ 2,435	4,811	3,298	3,262	3,921
Other.....	Pound	1/ 2,268	3,268	4,525	4,615	6,340	1/ 743	977	1,286	1,431	1,706
Total value.....		--	--	--	--	--	33,777	43,583	34,742	37,825	60,736
IMPORTS											
Poultry meat:											
Chickens, ducks, etc., incl. game, fresh and frozen.....	Pound	60	42	146	316	47	36	19	57	122	27
Turkeys, fresh and frozen.....	"	1	5	11	1	39	3/	7	12	2	19
Birds, including poultry, prepared or preserved.....	"	282	246	295	351	323	562	563	708	705	768
Eggs:											
In the shell											
Chicken.....	Dozen	4,423	1,571	1,278	1,798	401	2,134	813	495	733	231
Other.....	"	148	124	140	146	137	96	91	119	109	100
Dried; whole, yolks, and albumen.....	Pound	215	9	2	16	79	295	13	2	13	66
Frozen or otherwise prepared..	"	50	6	7	4	7	23	8	8	4	9
Live poultry:											
Baby chicks.....	Head	110	78	28	32	227	14	41	12	15	53
Other.....	Pound	938	181	11	5	377	293	56	11	18	128
Total value.....		--	--	--	--	--	3,453	1,611	1,424	1,721	1,401

1/ 1952-55 average. Not shown separately prior to 1952. 2/ Canned chicken only prior to 1958. 3/ Less than 500 dollars.

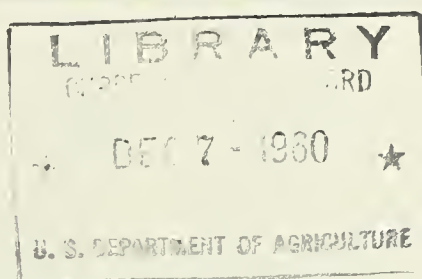
Compiled from figures published by the Bureau of the Census.



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# FOREIGN AGRICULTURE CIRCULAR

U.S. DEPARTMENT OF AGRICULTURE  
Foreign Agricultural Service Washington D.C.



FPE 4-60  
November 1960

## EFFECT OF THE INCREASED GREEK

### DUTY ON U. S. POULTRY EXPORTS 1/

On April 27, 1960 Greece raised the import duty on frozen poultry from 15 to 30 percent ad valorem because of fear of local poultry producers who felt the recent rise in imports might hinder expansion of the domestic broiler industry. This affects the U. S. poultry industry which has found an expanding market for frozen poultry in Greece in recent years.

### The Greek Poultry Situation

Although the broiler industry has been expanding in Greece in recent years, only about 10 percent of the 40 million pounds of poultry meat produced in 1959 was classified as broiler meat produced on commercial farms. The bulk of the poultry slaughtered continues to be a by-product of the egg industry.

Consumption of poultry meat has been slowly expanding in Greece in recent years but still remains low. Per capita consumption in 1958 was 4.6 pounds per person and at that time Greek government officials estimated that the per capita level would reach 11 pounds "within the next few years."

Greece must import most of its feed to support a poultry industry. Total consumption of mixed feeds in 1959 amounted to 70.5 million pounds, of which less than 35 percent was furnished from domestic grain production. Protein supplements (fish meal, meat meal, and soy bean meal) came entirely from foreign supplies. An ideal climate, relatively quick financial returns, and the low protein diet of the average Greek consumer, have encouraged local producers to establish a commercial poultry meat industry. These producers plan to expand production; some plan to enter the export market.

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1/ This Circular is based upon firsthand observations in Greece by W. L. Scholz, Foreign Agricultural Service Marketing Specialist. It includes information from the U. S. Agricultural Attache in Athens and local trade and government meetings.

In 1959 the United States became the primary supplier of frozen poultry to Greece as shown in the following table:

Greece: Poultry meat imports 1956, 1957, 1958, and 1959

Origin	1956	1957	1958	1959
	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds
Denmark	-	36	26	-
Hungary	234	255	42	40
Poland	216	220	403	335
United States	-	10	131	610
Yugoslavia	-	52	19	31
Others	22	86 <sup>1/2</sup>	16	58
Total	472	659	637	1,074

<sup>1/</sup> Includes Rumania 61,000 pounds.

Noting the expanded sales of U. S. poultry, this market was briefly surveyed by a marketing specialist from the Foreign Agricultural Service in August 1959. <sup>2/</sup> The survey indicated that Greece would continue to expand as a limited market for U. S. frozen poultry, but will probably never reach the level of exports to other Western European poultry markets.

The Greek Government has since raised the import duty on frozen poultry and the market was again surveyed in October 1960 to determine the effect of this increased duty. Greek import statistics for 1960 are not complete enough to show any trend in imports since the new duty went into effect. There is evidence, however, that the United States continues to be the primary foreign

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<sup>2/</sup> Foreign Agriculture Circular FPE 1-60, Greece and Hong Kong - Contrasting Markets for U. S. Poultry



source of frozen poultry and shipments from the United States continue brisk. In fact, 445,000 pounds of frozen poultry were shipped to Greece during the first 8 months of 1960 compared with 130,000 pounds during the same period last year.

Importers explain that since the duty is on an ad valorem basis they have discontinued orders of the more expensive U. S. Grade A poultry and are now ordering Grade B birds. Some importers are trying Grade C but others feel that this lower grade will reflect poorly on the excellent reputation U.S. poultry has established in the past few years.

All prices are controlled by the Market Police and the current retail ceiling price on fully eviscerated imported poultry is 37.50 drachmae per kg. (56.8 cents per pound). During 1959 the ceiling price was 35.90 drachmae per kg. (54.5 cents per pound). The average retail price of U. S. poultry in the Athens Central Market has shown a slight increase since the new import duty went into effect. On April 1, 1960 the average retail price of U. S. frozen fowl was 45.5 to 48.5 cents per pound. On October 7, 1960 it was 48.5 cents per pound.

The current c.i.f. price for U. S. broilers is about 31.75 cents per pound for Grade B. Israel is offering Grade A poultry at 33.1 to 33.6 cents per pound. Grade B Israeli poultry is currently offered at 31.75 to 32 cents per pound with 6 fowl and 6 broilers per box. Bulgaria also mixes fowl and broilers and offered poultry at 30.4 cents per pound, Grade B and Grade C mixed. Mainland China has made some inquiries in the Greek market with offers as low as 27.2 cents per pound but no grade specifications are mentioned. No Chinese orders have been placed.

Several importers indicated that they believe Greece could become a market for U. S. turkeys during the Christmas season. Prices of U. S. turkeys, however, are considered to be too high for the market. The maximum c.i.f. price which one importer indicates he could conduct a profitable business on is 42 cents per pound for turkeys in the 12-14 to 20-22 pound weight ranges. Another importer believes smaller (4 to 8 pounds) turkeys would sell well in Greece but believes the U. S. price after duty and other charges had been paid, will not permit him to handle them this year. The maximum wholesale price at which one importer estimates turkeys could be sold is 36 drachmae per kg. (54.5 cents per pound). The average retail price at the Athens Central Meat Market on October 7 for domestic turkeys was 41.1 to 48.5 cents per pound.

Possibilities for expanding the Greek market depend primarily on U. S. suppliers' willingness to meet competition. This is an extremely price-conscious market but the consumer will pay a premium for U. S. birds now that a good reputation has been established. It should be remembered, however, that Eastern European suppliers can furnish high grade poultry at competitive prices. There is still a request from the importers for a standard weight of bird in each box. They believe the usual  $\frac{1}{2}$  pound tolerance among broilers and 2 pound tolerance for turkeys in each box is too large. Importers also feel that the required deposit of 100 percent of the bill of lading prior to shipment from the U. S. costs them about \$2 per ton in interest charges. They believe that if this is reduced to 25 percent, they could expand the volume of business.

#### Summary

In spite of a doubling of the import duty on poultry, supplies from the U. S. continue to enter Greece at a brisk but comparatively small volume. In order to continue this volume, importers are ordering lower grades of poultry. This appears to be working satisfactorily and the business relationships already established, the integrity of U. S. exporters, and the consumer acceptance of the U. S. product will probably maintain this as a U. S. market in spite of the local poultry industry's efforts to create trade barriers.

Official Business

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